



## SMALL BUSINESS SUBCONTRACTING PLAN

SOLICITATION OR PROJECT # UT PRA BRCA 10(3)

DATE 03/06/03

Contractor's Name and Address: American Civil Constructors, Inc.  
 4901 So. Windermere St.  
 Littleton, CO 80120

The following, together with any attachments, is hereby submitted as a Subcontracting Plan to satisfy the applicable requirements of Public Law 95-507.

1. (a) The following goals will be applicable to any contract awarded as a result of this solicitation.

	Dollars	% of (1)
(1) Total dollars planned to be subcontracted	\$3,150,000	
(2) Total dollars planned to be subcontracted to Small Business Concerns (SB)	<u>\$126,000</u>	4%
(3) Total dollars planned to be subcontracted to Small Disadvantaged Business Concerns (SDB)	<u>\$94,500</u>	3%
(4) Total dollars planned to be subcontracted to Women-owned Small Business Concerns (WOSB)	<u>\$31,500</u>	1%
(5) Total dollars planned to be subcontracted to HUBZone Small Business Concerns (HUB)	<u>\$0</u>	0%
(6) Total dollars planned to be subcontracted to Veteran-owned/Service-disabled Veteran-owned Small Business Concerns (VET)/(SDVET)	<u>\$0</u>	0%

**In the event that you are not utilizing any of the above small business concerns, please state reason in section (b) below and describe method of determination.**

(b) Principal types of work to be subcontracted.

Type of Work (i.e. paving, fence, etc.)	Proposed Subcontractor If known	Type of Concern SB SDB WOSB HUB VET/SDVET	Estimated Cost
SURVEY			\$200,000.
TESTING			\$230,000.
ASPHALT PAVING	Staker & Parson Co. dba Western Rock Products		\$2,230,000.
GUARDRAIL	Chatfield Construction	SB/SDB	\$90,000.
CONCRETE/MASONRY	Bai Haun Construction ??		\$370,000.
PAVEMENT MARKING	Premier Striping ??		\$30,000.

See attachment --



(c) Do the above estimated costs include indirect costs? ☐ Yes ☒ No. If yes, describe the method used to determine the proportionate share of indirect costs to be included with (2) SB, (3) SDB, (4) WOSB, (5) HUB, and (6) VET/SDVET concerns.

(d) The following method was used in developing subcontract goals (i.e., statement explaining how the product and service areas to be subcontracted were established, how the SB, SDB, WOSB, HUB, and VET/SDVET small business concerns' capabilities were determined, and identification of source lists and organizations contacted to obtain SB, SDB, WOSB, HUB, and VET/SDVET sources.)

See attachment --

2. The following individual will administer the subcontracting program:

Name: John Rovedo

Title: Sr. Safety & EEO Manager

Address: 4901 So. Windermere St.

Littleton, CO 80120

Telephone: (303)730-4527

This individual's specific duties, as they relate to the firms' subcontracting program, are as follows:

General overall responsibility for review, monitoring, and execution of the plan, including but not limited to:

(a) Obtaining SB, SDB, WOSB, HUB, and VET/SDVET small business sources from all possible sources.

(b) Assuring inclusion of SB, SDB, WOSB, HUB, and VET/SDVET firms in all solicitations where applicable.

(c) Attending or arranging for attendance at Business Opportunity Workshops, Minority Business Enterprise Seminars, Trade Fairs, etc.

(d) Conducting or arranging for the conduct of motivational training for purchasing personnel pursuant to the intent of Public Law 95-507.

(e) Monitoring attainment of proposed goals.

(f) Reviewing solicitations to delete statements, clauses, and other provisions which may tend to prohibit SB, SDB, WOSB, HUB, and VET/SDVET participation.

(g) To help develop new suppliers, the following duties are added to or deleted from those specified above:

3. The following efforts will be taken to assure that SB, SDB, WOSB, HUB, and VET/SDVET small business concerns will have an equitable opportunity to compete for subcontracts:

(a) Outreach efforts will be made as follows:



- (i) contacts with minority and small business trade associations,
- (ii) contacts with business development organizations;
- (iii) attendance at small and minority business procurement conferences and trade fairs;
- (iv) sources will be requested from State highway department source lists and/or SBA's PRO-Net system at [www.sba.gov](http://www.sba.gov).

(b) The following internal efforts will be made to guide and encourage buyers:

- (i) workshops, seminars, and training programs will be conducted;
- (ii) activities will be monitored to evaluate compliance with this subcontracting plan.

(c) SB, SDB, WOSB, HUB, and VET/SDVET small business concern source lists, guides, and other data identifying SB, SDB, WOSB, HUB, and VET/SDVET small business concerns will be maintained and utilized by buyers in soliciting subcontracts.

(d) Additions to (or deletions from) the above listed efforts are as follows:

4. The bidder (offeror) agrees that the clause entitled "Utilization of Small Business Concerns" will be included in all subcontracts which offer further subcontracting opportunities, and all subcontractors, except small business concerns, which receive subcontracts in excess of \$500,000 or in the case of a contract for the construction of any public facility, \$1,000,000, will be required to adopt and comply with a subcontracting plan similar to this one. Such plans will be reviewed by comparing them with the provisions of Public Law 95-507, and assuring that all minimum requirements of an acceptable subcontracting plan shall be determined on a case-by-case basis depending on the supplies/services involved, the availability of potential small and disadvantaged subcontractors, and prior experience. Once approved and implemented, plans will be monitored through the submission of periodic reports, and/or, as time and availability of funds permit, periodic visits to the subcontractor facilities or reviews of applicable records and subcontracting program progress.
5. The bidder (offeror) agrees to cooperate in any studies or surveys as may be required by the contracting agency or the Small Business Administration in order to determine the extent of compliance by the bidder (offeror) with the subcontracting plan. Additionally, the bidder (offeror) agrees to assure that its subcontractors agree to submit Standard Forms 294 and 295.
6. The bidder (offeror) agrees to maintain at least the following types of records to document compliance with this subcontracting plan:
  - (a) SB, SDB, WOSB, HUB, and VET/SDVET small business source lists, guides and other data identifying SB, SDB, WOSB, HUB, and VET/SDVET vendors.
  - (b) Organizations contacted for SB, SDB, WOSB, HUB, and VET/SDVET small business sources.
  - (c) On a contract-by-contract basis, records on all subcontract solicitations over \$100,000, indicating on each solicitation (1) whether small businesses were solicited, and if not, why not; (2) whether small disadvantaged businesses were solicited, and if not, why not; (3) whether women-owned small businesses were solicited, and if not, why not; (4) whether HUBZone small businesses

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[www.acconstructors.com](http://www.acconstructors.com)

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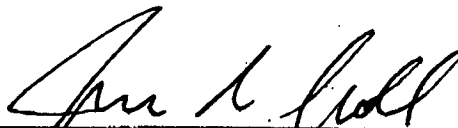
were solicited, and if not, why not; (5) whether veteran-owned small businesses were solicited and if not, why not; (6) whether service-disabled veteran-owned small businesses were solicited and if not, why not, and reasons for the failure of solicited SB, SDB, WOSB, HUB, or VET/SDVET small businesses to receive the subcontract award.

- (d) Records to support other outreach efforts: contacts with Minority and Small Business Trade Associations, Business Development Organizations, and attendance at small and minority business procurement conferences and trade fairs.
- (e) Records to support internal activities to guide and encourage buyers: workshops, seminars, training programs, and monitoring activities to evaluate compliance.
- (f) On a contract-by-contract basis, records to support award data submitted to the Government to include name and address of subcontractor.
- (g) Records to be maintained in addition to the above are as follows:

7. The bidder (offeror) agrees to:

- (a) Assist SB, SDB, WOSB, HUB, and VET/SDVET small business concerns by arranging solicitations, time for the preparation of bids, quantities, specifications, and delivery schedules so as to facilitate the participation by such concerns. Where the bidder's (offeror's) lists of potential SB, SDB, WOSB, HUB, and VET/SDVET small business subcontractors are excessively long, reasonable effort shall be made to give all such concerns an opportunity to compete over a period of time.
- (b) Provide adequate and timely consideration of the potentialities of SB, SDB, WOSB, HUB, and VET/SDVET small business concerns in all "make-or-buy" decisions.
- (c) Counsel and discuss subcontracting opportunities with representatives of SB, SDB, WOSB, HUB, and VET/SDVET small business firms.

Plan Prepared by:

 v.p.  
Contract Administration

Date 03/06/2003


TYPED NAME: Jeffrey L. Croll

TITLE: Vice President

FIRM: American Civil Constructors, Inc.



Plan Accepted by:

  
FHWA - CFLHD Contracting Officer

Date 3/7/03



The major base of the subcontractor information used by American Civil Constructors was as noted on page 2 of 3 of the INVITATION FOR BID, Project #UT PRA BRCA 10(3), which stated: "A list of currently known business concerns owned and controlled by socially and economically disadvantaged individuals and/or women-owned small business concerns that have indicated an interest in participating in highway construction is available at <http://procurement.sba.gov/>". Both Utah and Arizona were targeted for the principal types of work ACC expected to subcontract. Additional subcontractors, outside of this listing, that indicated an interest in the project and/or submitted proposals were also evaluated. Specifics, addressing principal types of subcontract work and goals follow:

#### ITEM 1.(b) - PRINCIPAL TYPES OF WORK TO BE SUBCONTRACTED

**SURVEY:** ACC is in final evaluation of 4 firms that quoted surveying for this project. None of the 4 firms were found to be a SB of any type. No survey firms in the above listing were interested in quoting or performing any work on this project.

**TESTING:** ACC is in final evaluation of 5 firms that quoted testing for this project. None of the 5 firms were found to be a SB of any type. One interested testing firm in the listing, as noted above, was found. This firm is listed as SB/SDB/WOSB from Yuma, Arizona. The firm thought that the size and scope of the project were appealing, but felt that the project was located too far from their office.

**ASPHALT PAVING:** No interested asphalt paving firm in the listing, as noted above, was found. Staker & Parson Co. DBA Western Rock Products has a local pit/facility and was the only bid received. McGhee Construction, a SB, has a project involving asphalt paving near this project. We contacted McGhee Construction and they are also planning to use Western Rock Products for asphalt paving.

**GUARDRAIL:** ACC received 3 quotes for guardrail. Chatfield Construction from Salt Lake City, an SB/SDB, was the low bidder and is currently proposed by ACC for this work.

**CONCRETE/MASONRY:** ACC received 2 quotes for the concrete/masonry work. Bai Haun Construction's proposal appears to be the most favorable and is currently under further evaluation. Bai Haun Construction (Richfield, Utah) states that they are a "Certified DBE", Native American. They do not seem to be in the listing as noted above. A copy of their certification has been requested.

**PAVEMENT MARKING:** ACC received 3 quotes on pavement marking. Premier Striping's proposal appears to be the most favorable and is currently under further evaluation. Premier Striping (Utah) states that they are a "state certified DBE". They do not seem to be in the listing, as noted above, and there is some problem with their phone number. We are continuing to try to contact them for more information.

#### ITEM 1.(d) - DEVELOPMENT OF SUBCONTRACT GOALS

**VET:** No quote received from a VET. No interested VET, of 4 in the listing as noted above, has been found. The set goal is = 0.

**HUB:** No quote received from a HUB. No interested HUB, of 10 in the listing as noted above, has been found. The set goal is = 0.

**WOSB:** ACC received 2 quotes that involved WOSB. One was a material quote that ranges from \$10,000 - \$15,000, but the materials were included in other quotes of much larger scope and



more favorable pricing. The second quote, after the bid, involved several items of work that overlapped with other quotes received and work ACC planned to self-perform. ACC is evaluating the possibility of using some item from that WOSB quote. Only 1 interested WOSB, of 10 in the listing as noted above, has been found. It is the testing firm addressed in Item 1.(b) above. There may be some chance of utilizing a WOSB, but it seems fairly small. The set goal is = 1%.

SDB: ACC received 1 quote that involved SDB. It was received from Chatfield Construction, the guardrail firm addressed in Item 1.(b) above. Only 1 interested SDB, of 16 in the listing as noted above, has been found. It is the testing firm addressed in Item 1. (b) above. So with Chatfield Construction a good possibility, and maybe a little more, we set goal = 3%.

SB: Tthe total of the 4 classifications = 4%.